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... - LAUTHINGE COMMISSION

WASHINGTON, D.C. 20549

ANNUAL AUDITED REPORT Information Required of Brokers and Dealers FORM X-17A-5 Pursuant to Section 17 of the Securities PART III Exchange Act of 1934 and Rule 17a-5 Thereunder

SEC FILE 8-37440

REPORT FOR THE PERIOD BEG	GINNING 1-Jan-02	AND ENDING	31-Dec-02
	MM/DD/YY		MM/DD/YY
	A. REGISTRANT ID	ENTIFICATION	
NAME OF BROKER-DEALER			
Fator de I Cardana and Orange I			OFFICIAL USE ONLY
Estrada Hinojosa and Company, I	nc.		
ADDRESS OF PRINCIPAL PLAC	E OF BUSINESS: (Do not use P.O. Box N	0.)	
1717 Main Street, 47th Floor, Lock	k Box 47	RECEIVED	
	(No. and Street		
Dallas	Texas	MAR - 3 2002 K	₹5201
(City)	(State)		ip Code)
		181 (0101	
NAME AND TELEPHONE NUMBER	ER OF PERSON TO CONTRACT IN REG		
Robert A Estrada		(214)) 658-1670
TODOR 71 LORDA			- Telephone No.)
		,	•
	B. ACCOUNTANT ID	ENTIFICATION	
INDEPENDENT PUBLIC ACCOUNT	NTANTS (Whose opinion is contained in the	nis Report*)	
WEAVER AND TIDWELL, L.L.P.			
Accounting Firm			
12221 Merit Drive, Suite 1400	Dallas	Texas	75251
(Address)	(City)	(State)	(Zip Code)
CHECK ONE: □ □ □ □	Continue Dublic Associates		
	Certified Public Accountant Public Accountant		
_			
	Accountant not resident in United State or	any of its possessions.	
			TOOFN
	FOR OFFICIAL L	JSE ONLY	PROCESSEL
			2002
		1	MAR 2 4 2003 THOMSON FINANCIAL
		1	THOMSON
* Claims for exemp	tion from the requirement that the annual r	report be covered by the opinion of an	EINANCIAL
independent public accountant mu	st be supported by a statement of facts an	d circumstances relied on at the	8-80 As -

Persons who to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.

bureau of the exemption. See section 240.17a-5(e)(2).

Oath or Affirmation

I, Rob	ert A. Estrac	a, swear (or affirm) that, to the best of my knowledge and belief, the accompanying
financial stateme	nt and supp	orting schedules pertaining to the firm of <u>Estrada Hinojosa and Company, Inc.</u> , as of
December 31, 2	2002, are tru-	e and correct. I further swear (or affirm) that neither the Company nor any partner,
proprietor, princip	oal officer, or	director has any proprietary interest in any account classified solely as that of a customer,
except as follows	::	
SE	CURITY AC	COUNTS OF PRINCIPAL OFFICERS AND DIRECTORS THAT ARE
<u>CL</u>	ASSIFIED A	S CUSTOMER ACCOUNTS (DEBITS \$, CREDITS \$
		ω
		Klestiada
		Signature
Subscribed and s	worn to befo	ore me this BELINDA A GARZA CEO
27 day of <u>F</u>	ebruar	v 200 3 Notery Public, State of Texas III Title
1 1 1 h		A Section Expires
Belinda	لم. مل <i>)</i> ر	Jan an November 10, 2003
Notary Public		900
•		
This report * cont	ains (check	all applicable boxes)
	(a)	Facing page.
ष्ट्र हा हा हा हा	(b)	Statement of financial condition
<u>a</u>	(c)	Statement of income (loss)
<u> </u>	(d)	Statement of cash flows
⊡ ′	(e)	Statement of changes in stockholders' equity or partners' or sole proprietor's capital.
⊡	(f)	Statement of changes in liabilities subordinated to claims of general creditors.
<u> </u>	(g)	Computation of net capital for brokers and dealers pursuant to Rule 15c3-3.
	(h)	Computation for determination to the possession or control requirements for brokers
10 2	(1)	Information relating to the possession or control requirements for brokers and dealers under Rule 15c3-3.
	(j)	A reconciliation, including appropriate explanation, of the computation of net capital under
		Rule 15c3-1 and the computation for determination of the reserve requirements under
		exhibit A of Rule 15c3-3.
Q	(k)	A reconciliation between t he audited and unaudited statements of financial condition with
	` ,	respect to methods of consolidation.
Q	(l)	An oath or affirmation.
	(m)	A copy of the SIPC supplemental report.
Œ	(n)	A report describing any material inadequacies found to exist or found to have existed
_		since the date of the previous audit.
	(o)	Independent auditor's report on internal accounting control.`
Image: Section of the	(p)	Schedule of segregation requirements and funds in segregation - customers' regulated

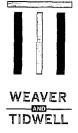
commodity futures account pursuant to Rule 171-5.

^{*} For conditions of confidential treatment of certain portions of this filling, see section 240.17e-5(e)(3). Note: Various exchanges may require an additional letter of attestation.

ESTRADA HINOJOSA & COMPANY, INC. FINANCIAL REPORT DECEMBER 31, 2002

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L.L.P.

CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors ESTRADA HINOJOSA & COMPANY, INC. Dallas, Texas

We have audited the accompanying statement of financial condition of Estrada Hinojosa & Company, Inc. as of December 31, 2002, and the related statements of income, changes in stockholders' equity, and cash flows for the year then ended that you are filing pursuant to Rule 17a-5 under the Securities and Exchange Act of 1934. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Estrada Hinojosa & Company, Inc. as of December 31, 2002, and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedules I, II, III, IV and V is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by Rule 17a-5 of the Securities Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

DALLAS

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AN INDEPENDENT MEMBER OF INTERNATIONAL

Wearn and Tidwan, LLP. WEAVER AND TIDWELL, L.L.P.

Dallas, Texas

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ESTRADA HINOJOSA & COMPANY, INC. STATEMENT OF FINANCIAL CONDITION DECEMBER 31, 2002

ASSETS

Cash Cash deposit with clearing organization Investment in repurchase agreement Receivable from brokers and dealers Other receivables, net of allowance of \$14,479 Prepaid expenses and other assets Furniture, fixtures and equipment, at cost, less accumulated depreciation of \$97,908 Notes receivable - officers	\$	246,366 16,349 634,025 103,621 203,491 378,750 87,226 68,221
TOTAL ASSETS	\$_	1,738,049
LIABILITIES AND STOCKHOLDERS' EQUITY		
LIABILITIES Accounts payable and accrued expenses Federal tax payable Deferred income taxes	\$ 	294,529 32,430 109,819 436,778
STOCKHOLDERS' EQUITY Common stock, \$.01 par value, 1,000,000 shares authorized, 11,951 shares issued and outstanding Additional paid-in capital Retained earnings	_	120 289,377 1,011,774 1,301,271
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$	1,738,049

ESTRADA HINOJOSA & COMPANY, INC. STATEMENT OF INCOME YEAR ENDED DECEMBER 31,2002

Revenue

Underwriting Financial advisory Interest Commissions	\$ -	2,281,625 3,046,914 22,144 361
	_	5,351,044
Operating expenses		
Commissions		705,317
Clearing costs		11,420
Employee compensation		3,372,403
Office rent		145,238
Depreciation		16,757
Interest expense		33,259
Other operating expenses	_	1,008,177
		5,292,571
	_	3,292,371
Income before income taxes		58,473
Income tax expense		8,130
Net income	\$	50,343

ESTRADA HINOJOSA & COMPANY, INC. STATEMENT OF CHANGES IN STOCKHOLDERS' EQUITY YEAR ENDED DECEMBER 31,2002

	\$.	ommon Stock 01 Par Value	_	Additional Paid-in Capital	 Retained Earnings	_	Total
Balance, December 31, 2001	\$	120	\$	289,377	\$ 961,431	\$	1,250,928
Net income			_		50,343		50,343
Balance, December 31, 2002	\$	120_	\$_	289,377	\$ 1,011,774	\$_	1,301,271

ESTRADA HINOJOSA & COMPANY, INC. STATEMENT OF CASH FLOWS YEAR ENDED DECEMBER 31,2002

CASH FLOWS FROM OPERATING ACTIVITIES: Cash received from customers Cash paid to suppliers and employees Interest received Interest paid Taxes paid	\$	5,423,861 (5,541,689) 22,144 (33,259) (3,600)
Net cash used in operating activities		(132,543)
CASH FLOWS FROM INVESTING ACTIVITIES: Capital expenditures Collections on note receivable - officers	-	(34,961) 30,000
Net cash used in investing activities	-	(4,961)
Net decrease in cash and cash equivalents		(137,504)
Cash and cash equivalents at beginning of year	-	1,034,244
Cash and cash equivalents at end of year	\$_	896,740
RECONCILIATION OF CASH AND CASH EQUIVALENTS ON THE STATEMENT OF CASH FLOWS TO THE BALANCE SHEET: Cash Cash deposit with clearing organization Investment in repurchase agreement	\$	246,366 16,349 634,025
Cash and cash equivalents at end of year	\$_	896,740
RECONCILIATION OF NET INCOME TO NET CASH USED IN OPERATING ACTIVITIES: Net income Adjustments to reconcile net income to net	\$	50,343
cash used in operating activities: Depreciation Increase in receivables Increase in prepaid expenses and other assets Increase in accounts payable and accrued expenses Decrease in federal income tax payable Increase in deferred income taxes		16,757 94,961 (286,337) (12,797) 32,430 (27,900)
Net cash used in operating activities	\$_	(132,543)

ESTRADA HINOJOSA & COMPANY, INC. NOTES TO FINANCIAL STATEMENTS

Note 1. Significant Accounting Policies

The accounting policy relative to the carrying value of furniture, fixtures and equipment is indicated in the captions on the statement of financial condition.

Business Activity and Concentration of Credit Risk

Estrada Hinojosa & Company, Inc. (the Company) operates primarily as a broker of publicly traded securities and investments in Texas using a clearing organization outside of Texas. The company maintains its cash in bank deposit accounts which, at times, may exceed federally insured limits. The Company has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk on cash and cash equivalents.

Accounts Receivable

Receivables from brokers and dealers and other receivables are reported in the statement of financial condition at outstanding principal adjusted for any charge offs. An allowance for doubtful accounts is recognized by management based upon a review of specific customer balances, historical losses (bad debts) incurred and general economic conditions. Provision for bad debts charged to expense for the year ended December 31, 2002 was \$14,479.

Equipment

Depreciation expense is computed using the straight-line method over an estimated useful life of seven years.

Revenue Recognition

Customers' securities transactions are recorded on a settlement date basis with commission income and expenses recorded on a trade date basis. Securities transactions of the Company are recorded on a trade date basis.

Resale and Repurchase Agreements and Securities Lending Agreements

Transactions involving purchases of securities under agreements to resell (reverse repurchase agreements or reverse repos) or sales of securities under agreements to repurchase (repurchase agreements or repos) are accounted for as collateralized financings except where the Company does not have an agreement to sell (or purchase) the same or substantially the same securities before maturity at a fixed or determinable price. The Company monitors the collateral on a regular basis to ensure that its market value is equal to or in excess of the principal amount loaned under the resale agreements. A third party maintains possession of the collateral on behalf of the Company. Collateral is valued daily, and the Company may require counterparties to deposit additional collateral or return collateral pledged when appropriate.

Income Taxes

The Company accounts for income taxes in accordance with the provisions of Statement of Financial Accounting Standards No. 109 ("SFAS 109") "Accounting for Income Taxes". Accordingly, income taxes are provided for the tax effects of transactions reported in the financial statements and consist of taxes currently payable plus deferred taxes related primarily to the use of the cash basis method of accounting for income tax purposes and differences in equipment. Deferred taxes represent the future tax return consequences of those differences, which will be taxable or deductible when the assets and liabilities are recovered or settled.

ESTRADA HINOJOSA & COMPANY, INC. NOTES TO FINANCIAL STATEMENTS

Note 1. Significant Accounting Policies - continued

Under SFAS No. 109, an asset and liability approach is used in accounting for income taxes. Deferred tax liabilities and assets are classified as current or noncurrent based on the classification of the related asset or liability for financial reporting or according to the expected reversal date of temporary differences not related to an asset or liability for financial reporting. Also, a valuation allowance is used, if necessary, to reduce deferred tax assets by the amount of any tax benefits not expected to be realized based on available evidence.

Statement of Cash Flows

For purposes of the statement of cash flows, the Company considers all highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents.

Use of Estimates in the Preparation of Financial Statements

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Note 2. Furniture, Fixtures and Equipment

Furniture, fixtures and equipment consists of the following at December 31, 2002:

Furniture and fixtures	\$ 44,489
Computers and office equipment	140,645
	185,134
Accumulated depreciation	(<u>97,908)</u>
Furniture, fixtures and equipment, net	<u>\$ 87,226</u>

Note 3. Net Capital Requirements

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule 15c3-1, which requires the maintenance of minimum net capital and requires that the ratio of aggregate indebtedness to net capital shall not exceed 15 to 1. If the net capital ratio exceeds 10 to 1 the Company may not withdraw equity capital or pay cash dividends. At December 31, 2002, the Company had net capital of \$952,817, which was \$852,817 in excess of its required net capital of \$100,000. The Company's net capital ratio was .34 to 1.

Note 4. Commitments and Contingencies

The Company leases office space under long-term noncancelable operating leases. Future minimum lease payments at December 31, 2002 are:

ESTRADA HINOJOSA & COMPANY NOTES TO FINANCIAL STATEMENTS

Note 4. Commitments and Contingencies - continued

2003	\$	139,598
2004		139,093
2005		131,018
2006		131,018
2007	_	92,298

\$ 633,025

The total rent paid under all operating leases totaled \$145,238 for the year ended December 31, 2002.

Note 5. Income Tax Expense

Income tax expense consists of the following at December 31, 2002:

Current tax expense		\$	36,030
Deferred tax (benefit)			(27,900)

<u>\$ 8,130</u>

Current income tax expense differs from the tax computed by applying the federal statutory rates to income before taxes principally because of non-deductible expenses for tax purposes.

Net deferred tax liabilities are analyzed as follows:

Gross deferred tax assets	\$ 6,460
Gross deferred tax liabilities	(<u>116,279</u>)
Net deferred tax liabilities	(\$ 109.819)

Note 6. Retirement Plan

In 1996, the Company established a SARSEP retirement plan that covers all employees that are age 21 or older. Eligible employees may contribute up to 15% of their salary, subject to certain Internal Revenue Service restrictions, to the plan. The Company can make a discretionary contribution to the plan. The Company's contribution to the plan for 2002 was \$75,870.

Note 7. Note Receivable

The Company has a note receivable from an officer of the Company with an interest rate of 6% per annum. The original maturity date of March 31, 1998 lapsed. During 1998, the note was renewed with no specific maturity date in place at year-end.

SUPPLEMENTARY INFORMATION

ESTRADA HINOJOSA & COMPANY, INC. SCHEDULE I - COMPUTATION OF NET CAPITAL UNDER RULE 15c3-1 OF THE SECURITIES AND EXCHANGE COMMISSION DECEMBER 31, 2002

NET CADITAL				•
NET CAPITAL Total stockholders' equity			\$	1,301,271
Deduct stockholders' equity not allowable for net capital			_	,,
Total stockholders' equity qualified for net capital				1,301,271
ADD:				
A. Liabilities subordinated to claims				
of general creditors allowable				
in computation of net capital				
B. Other (deductions) or allowable credits			_	
Total capital and allowable subordinated liabilities				1,301,271
DEDUCTIONS AND/OR CHARGES				
A. Non-allowable assets				
Receivable from brokers or dealers	\$			
Other receivables		188,465		
Other assets				
Furniture, fixtures and equipment, net		87,226		
B. Secured demand note deficiency				
C. Commodity futures contracts and spot commodities -				.*
proprietary capital charges				
D. Other deductions and/or charges	-			275,691
Net capital before haircuts on securities positions				1,025,580
HAIRCUTS ON SECURITIES POSITIONS				•
A. Contractual securities commitments				
B. Deficit in securities collateralizing secured demand notes				
C. Trading and investment securities				
Exempt securities				
2. Debt securities		57,762		
3. Options				
D. Undue concentration				
E. Other	_			57,762
NET CAPITAL			\$	967,818
			Ψ=	307,010

ESTRADA HINOJOSA & COMPANY, INC. SCHEDULE I - COMPUTATION OF NET CAPITAL UNDER RULE 15c3-1 OF THE SECURITIES AND EXCHANGE COMMISSION DECEMBER 31, 2002

AGGREGATE INDEBTEDNESS Total liabilities from statement of financial condition (net of deferred income taxes)	\$ 326,959
ADD: A. Drafts for immediate credit \$ B. Market value of securities borrowed for which no equivalent value is paid or credited C. Other unrecorded amounts	
Total aggregate indebtedness	\$ 326,959
COMPUTATION OF BASIC NET CAPITAL REQUIREMENT	
Minimum net capital required	\$ 21,797
Minimum dollar net capital requirement	\$ 100,000
Net capital requirement (larger of above)	\$ 100,000
Excess net capital	\$ 867,818
Excess net capital at 1000% (net capital less 10% of aggregate indebtedness)	\$ 935,122
Percentage aggregate indebtedness to net capital	33.78
Percentage of debt to debt-equity total computed in accordance with Rule 15c3-1(d)	 N/A

ESTRADA HINOJOSA & COMPANY, INC. SCHEDULE II - RECONCILIATION PURSUANT TO RULE 17a-5(d) (4) OF THE SECURITIES AND EXCHANGE COMMISSION DECEMBER 31, 2002

Net capital per unaudited 11A Focus Report, as reported December 31, 2002	\$	952,817
Audit adjustments, net of taxes		15,001
Net capital, per Schedule I	\$	967,818

ESTRADA HINOJOSA & COMPANY, INC. SCHEDULE III - COMPUTATION FOR DETERMINATION OF RESERVE REQUIREMENTS UNDER RULE 15C3-3 OF THE SECURITIES AND EXCHANGE COMMISSION DECEMBER 31, 2002

No reserve requirement is required since the Company operated as a limited securities broker pursuant to the (K)(2)(ii) exemption under Rule 15c3-3. The conditions of exemption from Rule 15c3-3 were being complied with at December 31, 2002, and during the year then ended.

ESTRADA HINOJOSA & COMPANY, INC. SCHEDULE IV - INFORMATION RELATING TO POSSESSION OR CONTROL REQUIREMENTS UNDER RULE 15C3-3 OF THE SECURITIES AND EXCHANGE COMMISSION DECEMBER 31, 2002

Possession or control of securities is not maintained by the Company and the Company does not carry security accounts for customers or perform custodial functions relating to customer securities.

ESTRADA HINOJOSA & COMPANY, INC. SCHEDULE V - SCHEDULE OF SEGREGATION REQUIREMENTS AND FUNDS IN SEGREGATION DECEMBER 31, 2002

The Company has no segregation requirements or funds in segregation since the Company operated as a limited securities broker pursuant to the (K)(2)(ii) exemption under Rule 15c3-3 and the Company does not carry security accounts for customers or perform custodial functions relating to customer securities.



L. L. P.

CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL REQUIRED BY SEC RULE 17A-5

To the Board of Directors ESTRADA HINOJOSA & COMPANY, INC. Dallas, Texas

In planning and performing our audit of the financial statements and supplemental schedules of Estrada Hinojosa & Company, Inc. for the year ended December 31, 2002, we considered its internal control, including control activities for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on internal control.

Also, as required by Rule 17a-5(g)(1) of the Securities and Exchange Commission (Commission), we have made a study of the practices and procedures (including tests of compliance with such practices and procedures) followed by Estrada Hinojosa & Company, Inc. that we considered relevant to the objectives stated in Rule 17a-5(g) in making the periodic computations of aggregate indebtedness (or aggregate debits) and net capital under Rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of Rule 15c3-3. We did not review the practices and procedures followed by the Company in making quarterly securities examinations, counts, verifications and comparisons, and the recordation of differences required by Rule 17a-13 or in complying with the requirements for prompt payment for securities under Section 8 of Regulation T of the Board of Governors of the Federal Reserve System, because the Company does not carry security accounts for customers or perform custodial functions relating to customer securities.

The management of Estrada Hinojosa & Company, Inc. is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of internal control policies and procedures and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the Commission's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable, but not absolute, assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit preparation of financial statements in conformity with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in any system of internal control or the practices and procedures referred to above, errors or irregularities may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

DALLAS

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AN INDEPENDENT MEMBER OF BAKER TILLY INTERNATIONAL ESTRADA HINOJOSA & COMPANY, INC. Page Two

Our consideration of internal control would not necessarily disclose all matters that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control elements does not reduce to a relatively low level the risk that errors or irregularities in amounts may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving internal control, including control activities for safeguarding securities, that we consider to be a material weakness as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the Commission to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at December 31, 2002, to meet the Commission's objectives.

This report is intended solely for the use of the Board of Directors, management, the Commission, and other regulatory agencies which rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

Neuman Tidwan, L.L.P. WEAVER AND TIDWELL, L.L.P.

Dallas, Texas February 13, 2003